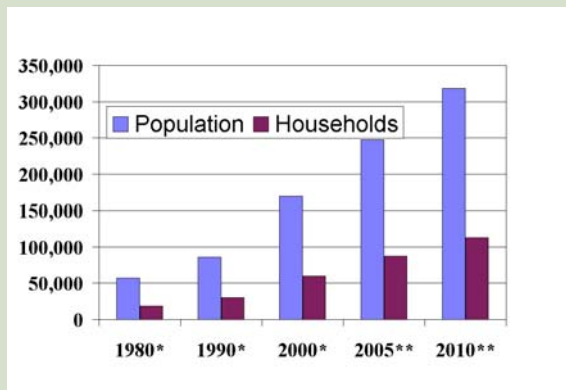


# Loudoun County, Virginia—Annual Demographic and Economic Trends

## Population and Household Trends

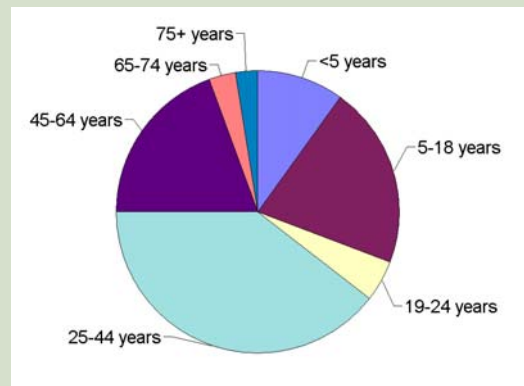
The 2006 estimated population for Loudoun, one of the fastest-growing counties in the nation since the late 1990s, is 263,036.



Sources: \*U.S. Census Bureau, \*\*Loudoun County Fiscal Impact Committee

## Age Characteristics

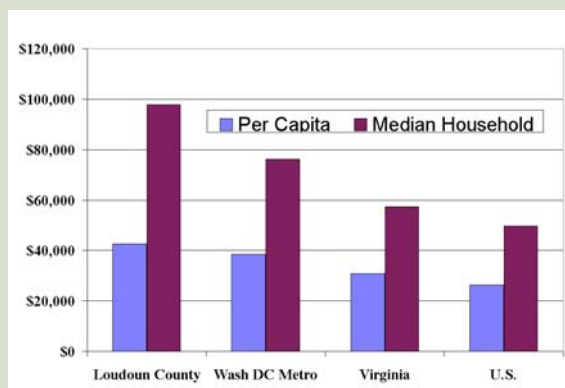
With 58% of the population between 25 to 64, Loudoun has a young and abundant workforce.



Sources: U.S. Bureau of the Census; ESRI Business Information Solutions forecasts for 2005.

## Income Comparison

The median household income in Loudoun, \$97,830, is nearly double the national median of \$49,747.



Sources: U.S. Bureau of the Census; ESRI Business Information Solutions forecasts for 2005.

## Major Employers

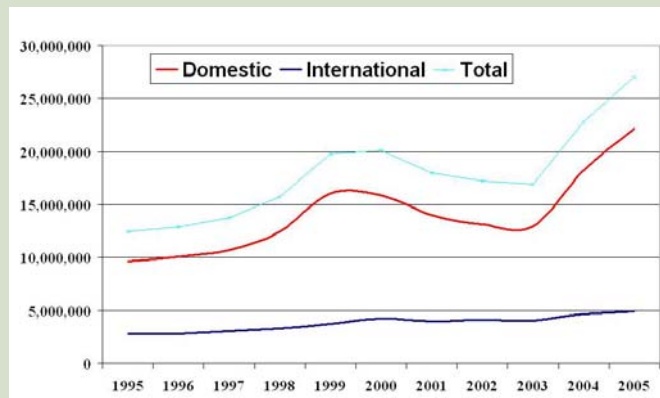
The following is a select list of Loudoun's largest employers. A complete list of major employers is available online at [www.loudoun.gov/business](http://www.loudoun.gov/business).

| Company                         | Employment Range |
|---------------------------------|------------------|
| America Online, Inc.            | Over 5,000       |
| Department of Homeland Security | 1,000—4,999      |
| Loudoun Hospital Center         | 1,000—4,999      |
| United Airlines, Inc.           | 1,000—4,999      |
| Verizon Business                | 1,000—4,999      |
| Department of Transportation    | 500—999          |
| Orbital Sciences                | 500—999          |
| Neustar, Inc.                   | 300—499          |
| Rockwell Collins Simulation     | 300—499          |
| Telos Corporation               | 300—499          |

Source: Virginia Employment Commission, 2nd Quarter 2005

## Washington Dulles Airport Trends

Passenger counts at Washington Dulles International Airport continued their upward trends, totaling 27,062,118.



Source: Metropolitan Washington Airports Authority

## Business Spotlight

Loudoun County Department of Economic Development has unveiled the first phase of their new branding campaign. Watch for new marketing materials to follow in the coming months.



### Employment Notes

Among Virginia's 134 individual jurisdictions, Loudoun County had the lowest jobless rate in December 2005.

From the second quarter of 2004 to the second quarter of 2005, the number of businesses in Loudoun has continued to grow, showing a healthy 9 percent increase versus a 3 percent increase nationally.

### Unemployment Rate (Dec 2005)

|                   |      | Annual Chg |
|-------------------|------|------------|
| Loudoun County    | 1.8% | 0%         |
| Northern Virginia | 2.1% | 11%        |
| Virginia          | 3.0% | -12%       |
| United States     | 4.6% | -10%       |

Source: Virginia Employment Commission

### Labor Force (Dec 2005)

|                   | Labor Force | Annual Chg |
|-------------------|-------------|------------|
| Loudoun County    | 134,690     | 10%        |
| Northern Virginia | 1,370,802   | 5%         |
| Virginia          | 3,932,400   | 3%         |
| United States     | 149,874,000 | 1%         |

Source: Virginia Employment Commission

### At-Place Employment (2nd Quarter 2005)

| Industrial Classification           | Employees      | Annual Chg | Establishments | Annual Chg |
|-------------------------------------|----------------|------------|----------------|------------|
| Ag, Forestry, Fishing & Hunting     | 393            | -9%        | 73             | 9%         |
| Mining                              | 194            | 5%         | 5              | -17%       |
| Utilities                           | 91             | -3%        | 4              | -20%       |
| Construction                        | 13,700         | 7%         | 837            | 4%         |
| Manufacturing                       | 4,914          | 8%         | 158            | 8%         |
| Wholesale Trade                     | 3,127          | 1%         | 364            | 3%         |
| Retail Trade                        | 13,923         | 7%         | 741            | 4%         |
| Transportation and Warehousing      | 12,131         | 18%        | 236            | 8%         |
| Information                         | 9,946          | -7%        | 161            | 3%         |
| Finance and Insurance               | 2,212          | 9%         | 259            | 13%        |
| Real Estate and Rental and Leasing  | 1,715          | 17%        | 271            | 10%        |
| Professional and Technical Services | 11,029         | 12%        | 1,394          | 12%        |
| Mgt of Companies and Enterprises    | 998            | 2%         | 30             | -6%        |
| Administrative and Waste Services   | 6,458          | 12%        | 413            | 10%        |
| Educational Services                | 1,269          | 21%        | 100            | 11%        |
| Health Care and Social Assistance   | 6,114          | 6%         | 413            | 8%         |
| Arts, Entertainment, and Recreation | 1,503          | 4%         | 90             | 14%        |
| Accommodation and Food Services     | 9,096          | 12%        | 347            | 10%        |
| Other Services, Ex. Public Admin    | 4,075          | 11%        | 654            | 12%        |
| Federal Government                  | 3,730          | -19%       | 31             | -6%        |
| State Government                    | 876            | 7%         | 20             | 5%         |
| Local Government                    | 12,439         | 9%         | 106            | 242%       |
| <b>Total</b>                        | <b>119,933</b> | <b>7%</b>  | <b>6,707</b>   | <b>9%</b>  |

Source: Virginia Employment Commission

### Nonresidential Construction (Jan 2006)

|                 | Stock (2004)      | Sq Ft Permitted (Jan 06) | Annual Chg  |
|-----------------|-------------------|--------------------------|-------------|
| Office          | 13,328,784        | 152,739                  | na          |
| Flex/Industrial | 15,814,363        | 0                        | na          |
| Retail          | 9,931,958         | 170,198                  | na          |
| Other           | 18,142,031        | 231,844                  | 195%        |
| <b>Total</b>    | <b>57,217,136</b> | <b>554,781</b>           | <b>605%</b> |
| Taxable         | N/A               | 397,261                  | 429%        |
| Non-taxable     | N/A               | 157,520                  | 4,333%      |
| Route 28        | N/A               | 64,339                   | -13%        |

Source: Loudoun County Dept of Building & Development, Dept of Economic Development

### Nonresidential Notes

The overall vacancy rate has dropped 23 percent from a year ago, stimulating new nonresidential construction.

### Vacancy Rates (4th Qtr 2005)

|              | Rate         | Annual Chg  |
|--------------|--------------|-------------|
| <b>Total</b> | <b>11.3%</b> | <b>-23%</b> |
| Office       | 9.5%         | -26%        |
| Flex         | 17.3%        | -28%        |
| Industrial   | 7.9%         | -1%         |

Source: CoStar

### Residential Development

|                         | Single-family Detached |            | Single-family Attached |            | Multi-Family |            | Total     |            |
|-------------------------|------------------------|------------|------------------------|------------|--------------|------------|-----------|------------|
|                         | Units                  | Annual Chg | Units                  | Annual Chg | Units        | Annual Chg | Units     | Annual Chg |
| Inventory (2004)        | 45,693                 | 8%         | 23,101                 | 11%        | 16,845       | 26%        | 85,639    | 8%         |
| New Starts (Jan 06)     | 198                    | -28.3%     | 55                     | -41.5%     | 0            | na         | 253       | -31.6%     |
| Homes Sold (Nov 05)     | 441                    | -18.0%     | 273                    | -34.1%     | 102          | -31.1%     | 816       | -25.8%     |
| Avg Sale Price (Nov 05) | \$759,877              | 27.3%      | \$468,188              | 23.4%      | \$314,961    | 15.3%      | \$606,676 | 28.7%      |

Sources: Loudoun County Dept of Building & Development, Dept of Management & Financial Services, Dept of Economic Development

### Residential Notes

The average sale price of a home in Loudoun has increased by more than 28 percent from a year ago.